October 16, 2025

To,
The Manager
Listing Department
BSE Limited,
Phiroze JeeJeeBhoy Towers,
Dalal Street, Mumbai – 400001 (E)
Maharashtra, India
Scrip code: 543426

To,
The Manager
Listing Department
National Stock Exchange of India Ltd,
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex, Bandra
(East), Mumbai – 400051
Symbol: **METROBRAND**

Subject: Presentation of Investor/Analyst Meet

Dear Sir/Madam,

Please find enclosed Investor presentation, to be used by the Company for Investor/Analyst Meeting scheduled to be held on Friday, October 17, 2025, at 3.30 PM IST.

Request you to take the same on record.

Thanking you,

For and on behalf of Metro Brands Limited

DEEPA SOOD
Digitally signed by DEEPA SOOD
Date: 2025.10.16 19:06:43 +05'30'

Deepa Sood
(SVP- Legal, Company Secretary & Compliance Officer)
Membership No: 16019

Encl.: As above.

METRO BRANDS LIMITED
Registered Office:
401, Zillion, 4th Floor,
LBS Marg & CST Road Junction,
Kurla (W), Mumbai - 400070.
Tel: +91 22 6656 0444
Email: info@metrobrands.com
Website: www.metrobrands.com
CIN: L19200MH1977PLC019449
ISO 9001: 2015 Company

METRO BRANDS LIMITED

H1 FY2025-26
EARNINGS PRESENTATION

16th October 2025

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Brief Overview

Q2 & H1 FY26 Business Highlights

Metro's Strengths

Levers of growth

Sustainability Initiatives & Others

Our Journey

1955 Started first Metro Store

2000 Launch of Mochi MBO

2009 Launch of Walkway MBO

2010
- Launch of E-commerce
- Hits 100 stores

2015 Tie-up with Crocs

2021
- Exclusive tie up with Fitflop
- Hits 600 stores
- Listed on BSE, NSE

2022
- Acquired Cravatex Brands Ltd
- Exclusive license for Fila
- Owns sportswear brand Proline

2023
- Strategic partnership with Foot Locker
- Hits 800 stores and Marketcap of $4B
- Crossed gross sales of Rs. 2500 crore

2024
- Exclusive tie-up with New Era
- Launch of 1st Foot Locker store and New Era kiosk

2025
- Exclusive partnership with Clarks

Our story in numbers

Company Facts

8
store formats

966
Stores

31
States & Union territories

211 Cities
Q1: 1 new city
Q2: 5 new cities

18+ million
Loyalty membership

Performance in H1 FY26

Rs 1,279 crores
Revenue from operations

Rs 366 crores
EBITDA
28.6% EBITDA margin

71%
Revenue contribution of in-house brands at MBOs

42% YoY growth
Ecommerce revenue
13.9% contribution to overall revenue

58
Net store additions

70+ years of market presence

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KEY ENABLERS

STRONG BRAND PORTFOLIO

- A house of brands addressing the ***customer's footwear wardrobe across genders and across price points i.e. economy, mid and premium segments***
- Wide range of brands ***catering to all occasions (casual, formal, sports).***

WIDE REACH

- Pan-India presence through ***966 Stores*** located in ***211 cities*** spread across ***31 states and union territories*** in India (as of Sep'25)

CAPITAL-LIGHT BUSINESS

- ***Long-standing relationships*** with vendors
- In the last three Fiscals, Company engaged with ***over 250 vendors*** for their products
- Continued engagements with vendors, leads to ***translating trends into products efficiently***

COMPETENT MANAGEMENT

- Chairman Mr Rafique A. Malik has ***50+ years*** of experience in Footwear Retail
- CEO, Mr Nissan Joseph has spent over ***5 years at Crocs across key roles***. Previously associated with Payless Shoes Pty Ltd, Hickory Brands Inc, Crocs, MAP Active & Planet Sports Inc

OPERATIONAL EFFICIENCY

- Among the few footwear retailers in India to ***source all products through outsourcing arrangements***
- Owing to ***scale of operations*** and ***strong supplier network***, Company is able to leverage better margins with our vendors

One Stop Shop for all Footwear Needs








Sep’25 / H1 FY26	(MBO)	(MBO)	(EBO)	(MBO)	(EBO)	(EBO)	(MBO)	(EBO)
Target Customer	Family	Youth	Premium	Value Format	Premium	Premium	Premium	Premium
No. of. Stores	358	275	222	84	13	2	5	7[1]
Cities	181	131	100	56	9	1	3	6
Price Range (INR)[2]	2,000 – 10,000	2,000 – 10,000	2,500 – 7,500	300 – 3,500	4,000-10,000	3,000-12,000[3]	6,000-19,000	3,000-4,500
Size (sq.ft)	1,650	1,600	600	1,400	550	650	6,000	150

Note: Numbers / Percentages are rounded off ;
[1] New Era : 6 kiosks ; 1 store
[2] Price Range refers MRP of the inventory and represents broadly 85% of the total inventory value for the relevant customer segment.
[3] Fila Price range is considering new inventory added in FY25.

One Stop Shop for all Footwear Needs

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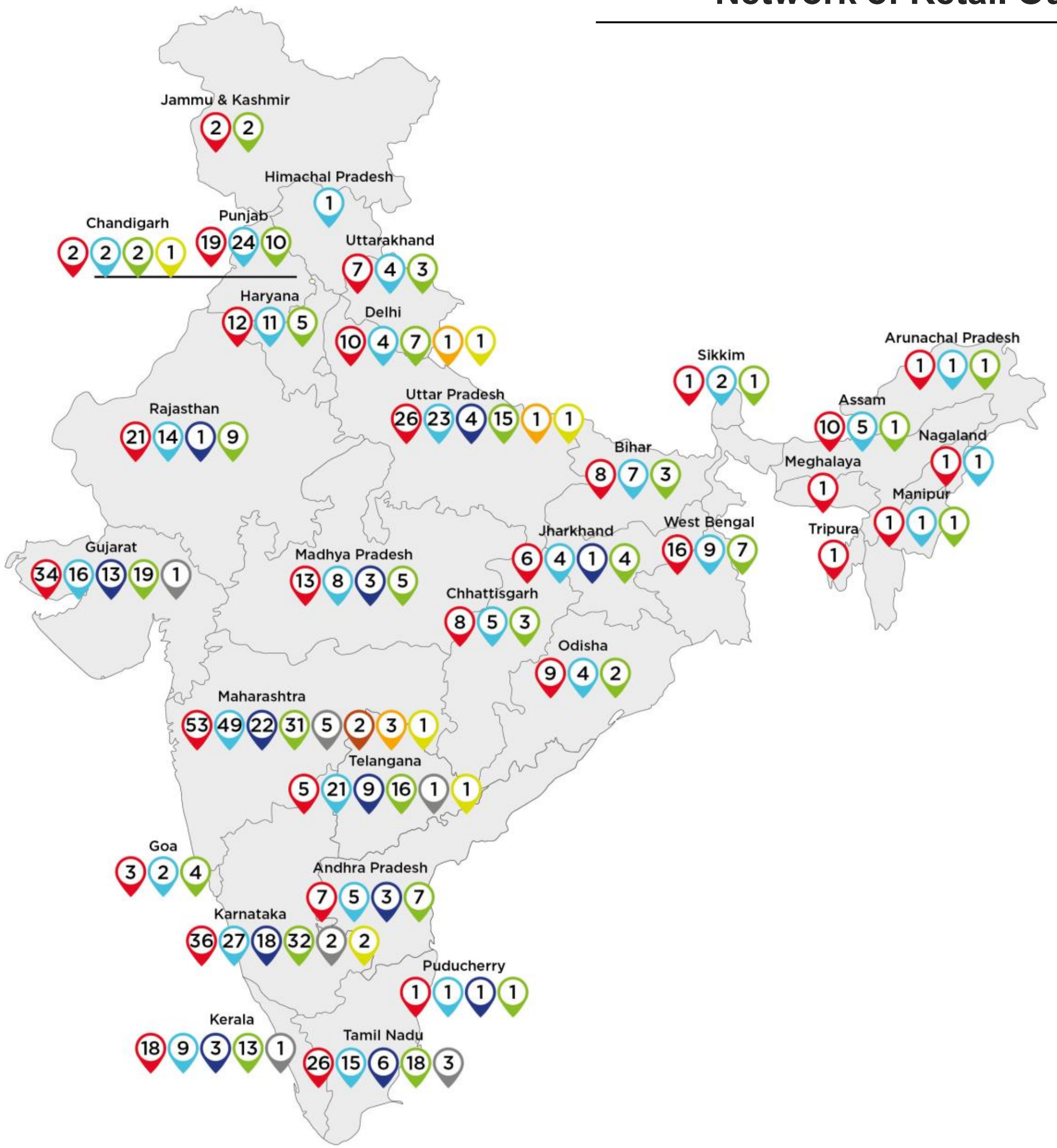
Network of Retail Outlets (as of Sep'25)



Store Count as of September 30, 2025

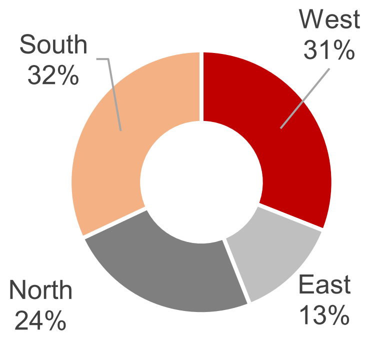
N Number of METRO stores	358
N Number of MOCHI stores	275
N Number of WALKWAY stores	84
N Number of crocs stores	222
N Number of fitflop stores	13
N Number of Foot Locker stores	5
N Number of NEW ERA stores	7
N Number of FILA stores	2

Note: The above map is not to scale and is for illustrative purposes only.

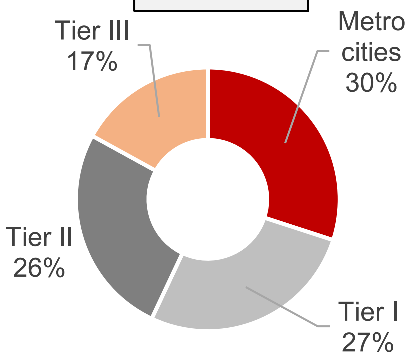
One Stop Shop for all Footwear Needs

PAN India Presence with 966 Stores I 211 Cities I 31 States and UTs (As of Sep'25)

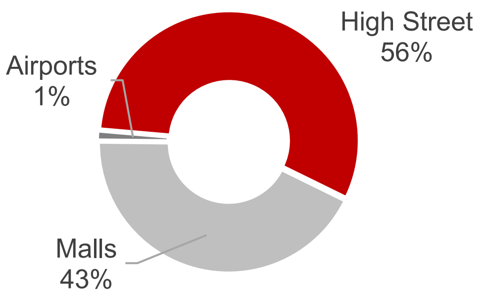
Zone wise[1]



Tier wise[1]



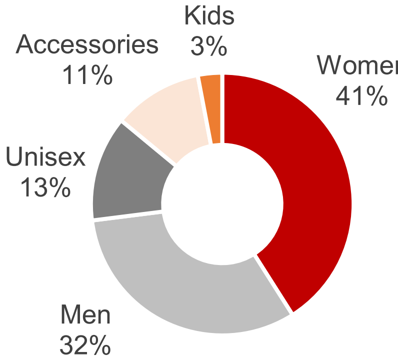
Location Wise[1]



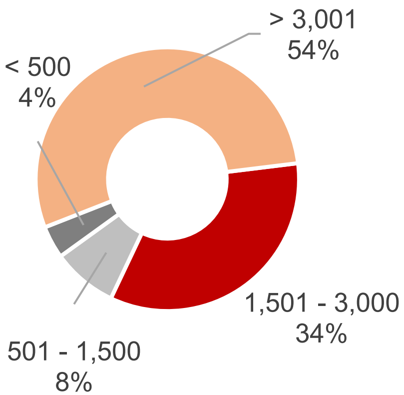
Primarily follows "Company Owned and Company Operated"(COCO) model of Retailing

Products for entire family with focus on Mid and Premium Segment (H1 FY26)

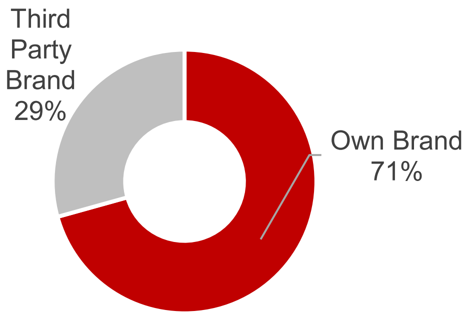
Categories[2]



Price Range (INR)[2]



Own vs Third Party Brands[3]



Note: Numbers / Percentages are rounded off ; [1] Total Store Split as of Sep25 [2] Split of Total Store Product Sales for H1 FY26 on standalone basis [3] Split of Total Store Product Sales on stand alone basis for H1 FY26 at Metro, Mochi and Walkway. Third party brands include Crocs, Fitflop and Fila.

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Brief Overview

Q2 & H1 FY26 Business Highlights

Metro's Strengths

Levers of growth

Sustainability Initiatives & Others

Q2 Business Highlights

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Standalone

	Q2 FY26	Q2 FY25	YoY Growth%
Revenue	**636**	**567**	**12.2%** ▲
EBITDA	**167**	**149**	**12.3%** ▲
EBITDA%	*26.3%*	*26.3%*	
PAT	**64**	**66**	**-2.4%** ▼
PAT%	*10.1%*	*11.6%*	

Consolidated — **In INR Crore**

	Q2 FY26	Q2 FY25	YoY Growth%
Revenue	**651**	**585**	**11.2%** ▲
EBITDA	**171**	**155**	**10.1%** ▲
EBITDA%	*26.2%*	*26.5%*	
PAT	**69**	**72**	**-3.9%** ▼
PAT%	*10.6%*	*12.3%*	

Business Highlights

- Q2 FY26 recorded stable growth primarily driven by early onset of festive period v/s last year. However, overall demand in Q2 was slightly impacted by the prolonged monsoon spell and sluggish consumer footfalls following the GST rate reduction announcement, as consumers awaited price cuts.
- During the quarter, 42 new stores were opened. This was offset by 4 stores closures for the quarter.
- Ecommerce sales (including omni-channel) grew by 39%, contributing to 14.2% of the revenue (compared to 11.4% in Q2 FY25).
- PAT margins were lower by ~ 1% of net sales due to higher non-cash IndAS 116 impact driven by higher store openings (especially for 4 Footlocker stores).

Note: Numbers and decimals rounded off

H1 Business Highlights

Standalone

	H1 FY26	H1 FY25	YoY Growth%
Revenue	**1,251**	**1,130**	**10.7%** ▲
EBITDA	**360**	**330**	**9.3%** ▲
EBITDA%	*28.8%*	*29.2%*	
PAT	**161**	**158**	**1.7%** ▲
PAT%	*12.8%*	*14.0%*	

Consolidated

In INR Crore

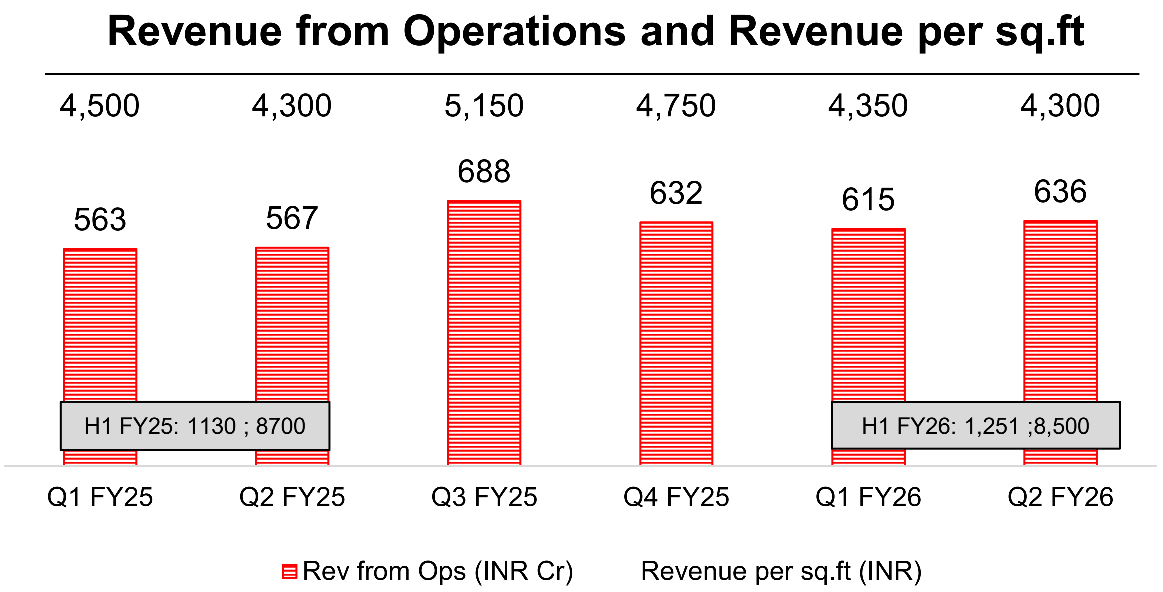
	H1 FY26	H1 FY25	YoY Growth%
Revenue	**1,279**	**1,162**	**10.1%** ▲
EBITDA	**366**	**336**	**8.9%** ▲
EBITDA%	*28.6%*	*28.9%*	
PAT	**168**	**164**	**2.3%** ▲
PAT%	*13.1%*	*14.1%*	

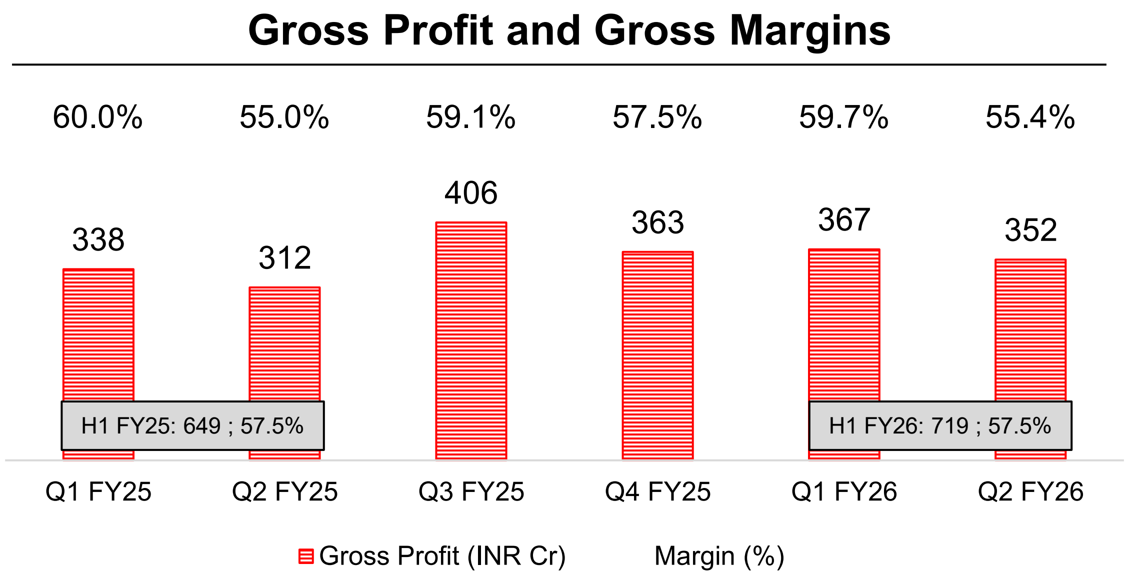
Business Highlights

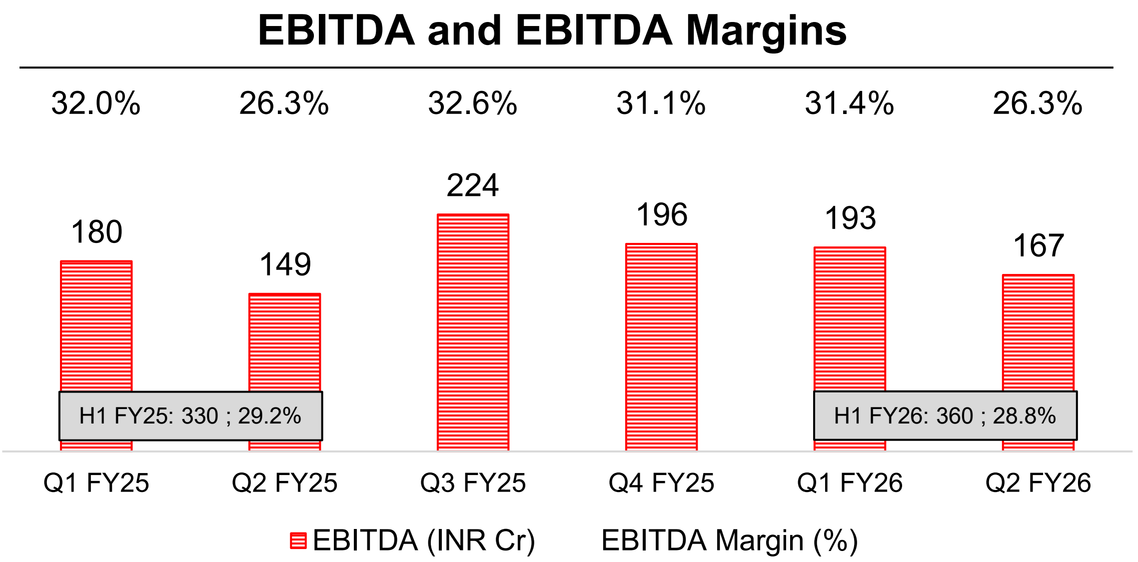
- H1 FY26 delivered stable growth, supported by increased consumer demand from a higher number of marriage dates & early onset of festive period in Q2. However, overall demand was marginally impacted by geopolitical tensions, prolonged monsoon spells & sluggish consumer footfalls following the GST rate reduction announcement.
- During the period, 65 new stores were opened. This was offset by 7 stores closures for the period.
- Ecommerce sales (including omni-channel) grew by 42%, contributing to 13.9% of the revenue (compared to 10.9% in H1 FY25).
- EBITDA margins were lower primarily due to higher marketing spend of ~ 1% of new sales (Crossover collection launch).
- Further, PAT margin was lower by ~ 0.6% of net sales due to higher non-cash IndAS 116 charge driven by higher store openings (especially with 4 Footlocker stores).

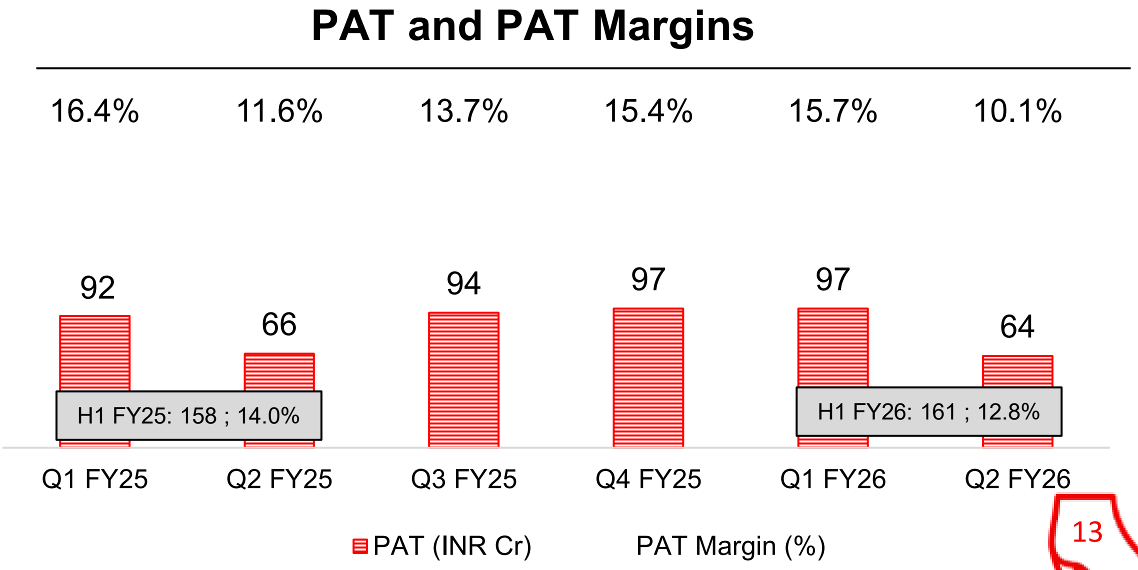
Note: Numbers and decimals rounded off

Q2 & H1 Business Highlights (Standalone)





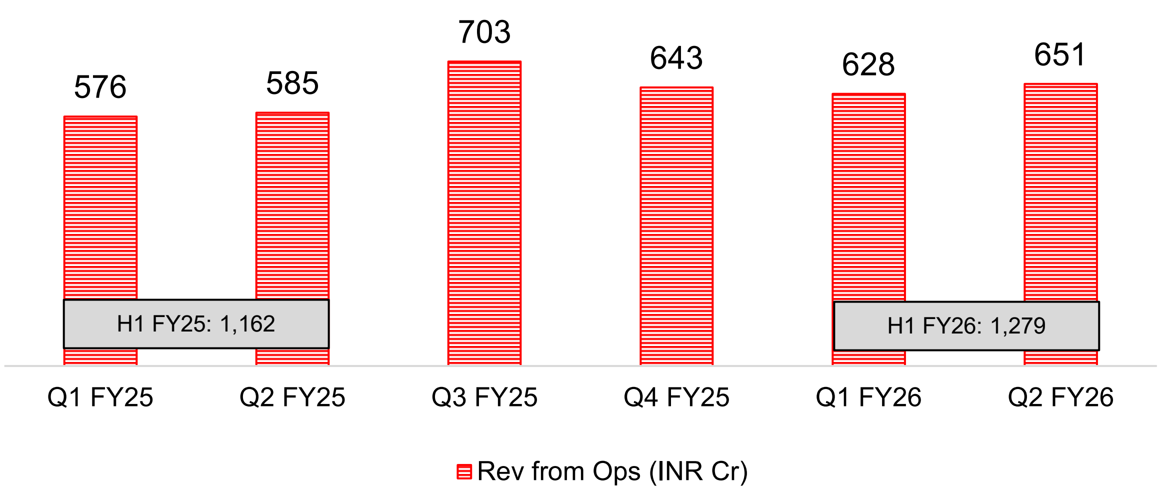




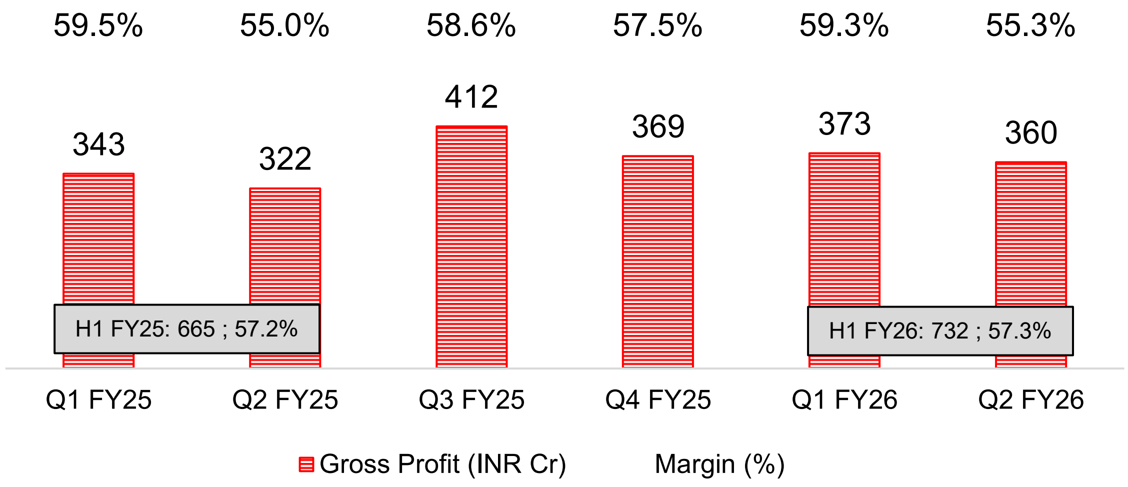
Note: Numbers and decimals rounded off.

Q2 & H1 Business Highlights (Consolidated)

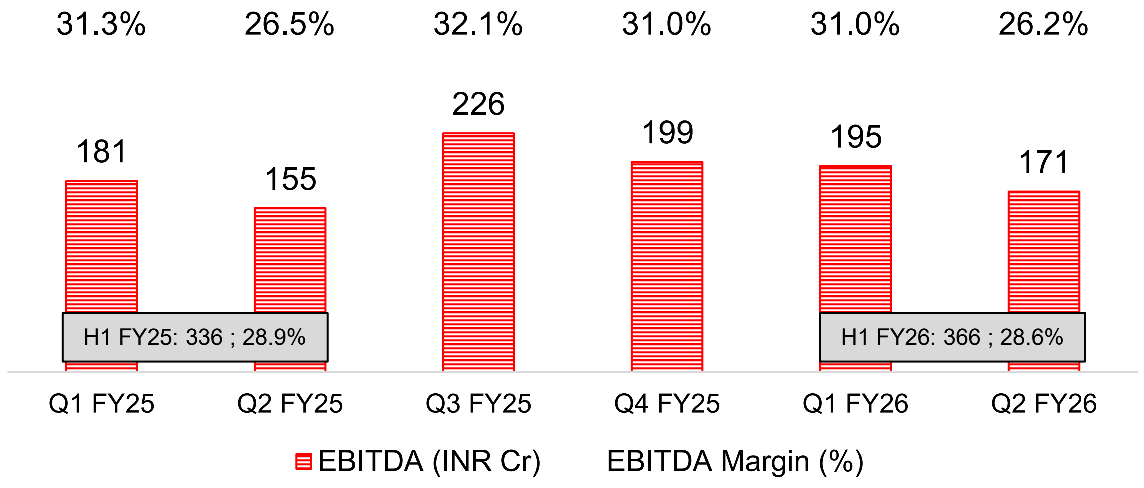
Revenue from Operations



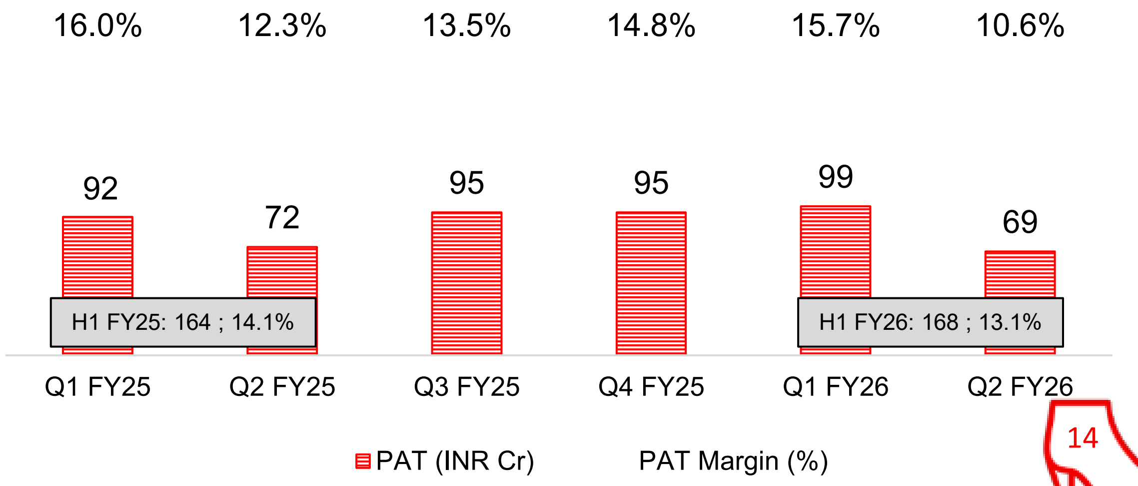
Gross Profit and Gross Margins



EBITDA and EBITDA Margins



PAT and PAT Margins



Note: Numbers and decimals rounded off

Strategic partnership with Clarks

About Clarks

- **C. & J. Clark International Limited** (trading as **Clarks**) is a British footwear manufacturer and retailer founded in 1825.
- A global leader and pioneer in comfort footwear, Clarks operates 320 stores across the United Kingdom and Ireland, along with hundreds of franchises across America, Europe and Asia Pacific.

Salient features of the Agreement

- Long term exclusive agreement for India & Bangladesh, Nepal, Bhutan, Maldives, Sri Lanka.
- The Agreement has multiple dates and gates for renewal.
- Exclusive rights of distribution across all channels of trade. (i.e. EBO's, MBO's, Online ecommerce, distribution etc).

Opportunities for Metro Brands

- Access to Clarks' exclusive footwear and accessories product range.
- Clarks' heritage and premium positioning in comfort-led footwear (especially women's range) will complement and enhance our ability to capitalize on the growing casualization trend.

Update on Clarks

- We have already introduced Clark's Cloudstepper ladies' range in ~ 200 MBOs and have observed encouraging customer response.
- We plan to launch complete product range in H2 FY26. Post stabilization of assortment, Clarks EBO is expected to be launched in H1 FY27.

BIS implementation update

Implementation of Bureau of Indian Standards for footwear

- The Department for Promotion of Industry and Internal Trade (DPIIT) issued BIS Quality Control Order (QCO) for footwear which was mandatory from 1st January 2024 for most categories of footwear. This was subsequently deferred for implementation till 31st July 2024.
- As per the final notification, entire legacy stock as at 31st July, 2024 will be allowed to be liquidated till 31st July, 2026.
- In the interim, to facilitate smooth transition to new BIS norms, regulatory authorities allowed purchase of footwear from factories that have applied for BIS certification till July 2024. Consequently, MBL had front loaded inventory buying in FY24. Inventory levels have normalized in FY25.
- Import restrictions due to BIS regulations lead to supply chain disruptions in our global brand portfolio, especially in the Sports & Athleisure footwear segment. Though, global brands have started receiving some BIS approvals for their manufacturing units across foreign geographies; we expect supply chain disruptions to fully normalize by end of FY26.

Update on new business formats

Launch of Foot Locker

- Metro Brands Limited (MBL) signed a long-term licensing agreement with Foot Locker, Inc., the New York-based specialty athletic retailer in Q3 FY24.
- Within a year, the Company launched its first Foot Locker store in India, at New Delhi's Nexus Select City Walk in Oct24.
- In Q2 FY26, we opened 4 stores – one in Noida and three in Mumbai.

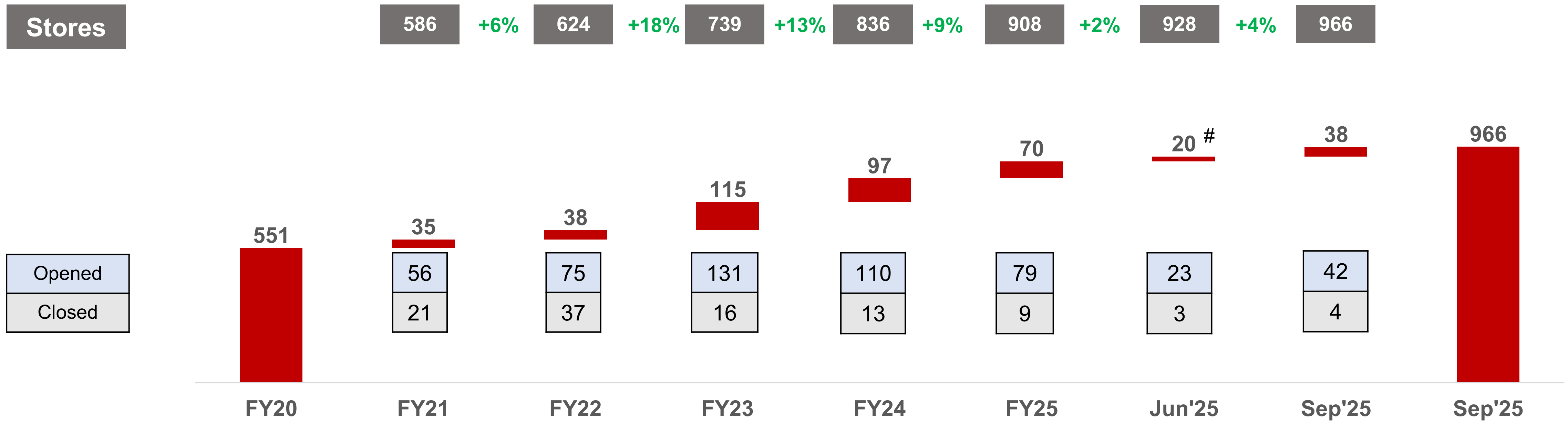
Fila

- Due to BIS related concerns, we have started local manufacturing of Fila footwear in India.
- Fila's repositioning is in progress, supported by a clear merchandise assortment and pricing strategy.
- We plan to open new FILA EBO's in H2 of FY26.

Launch of New Era

- The Company entered into a long-term exclusive distribution agreement with New Era Cap, LLC., an international lifestyle brand with an authentic sports heritage that dates back over 100 years with a global revenue of ~ $1 billion.
- In Q3 FY25, the Company launched its first New Era kiosk at Bengaluru, followed by kiosks in Hyderabad and Mumbai.
- New Era website launched in Q4 FY25.
- In Q2 FY26, we opened 1st New Era store in Lucknow & three kiosks in Delhi, Chandigarh & Bengaluru.

Year wise Store additions - Standalone



	FY20	FY21	FY22	FY23	FY24	FY25	Jun25	Sep25
Metro	218	219	231	278	317	345	350	358
Mochi	145	145	162	199	237	256	265	275
Walkway	70	73	53	63	66	70	74	84
Crocs	118	149	178	195	208	219	221	222
Fitflop	-	-	-	4	8	12	12	13
Fila						2	2	2
Foot Locker	-	-	-	-	-	1	1	5
New Era	-	-	-	-	-	3	3	7
Total Stores	**551**	**586**	**624**	**739**	**836**	**908**	**928**	**966**

Note: Store count for Sep'25 includes 5 Franchise Stores of Walkway and 6 New Era kiosks. #Does not include movement in Fila stores

Profit & Loss Statement (Standalone)

In INR Crore

Particulars	Q2 FY26	Q1 FY26	Q2 FY25	H1 FY26	H1 FY25	FY25
Revenue from Operations	636	615	567	1,251	1,130	2,450
Other Income	26	28	22	54	45	95
Total Income	**662**	**643**	**589**	**1,305**	**1,175**	**2,545**
EXPENSES						
Purchases of stock-in-trade	374	302	276	675	477	962
Changes in inventories of stock in trade	(90)	(54)	(21)	(143)	4	69
Employee Benefits Expense	63	59	57	123	114	233
Finance costs	29	24	22	53	43	90
Depreciation and amortisation expenses	78	69	62	147	122	257
Other expenses	122	115	106	236	206	437
Profit before tax for the period/year	**86**	**129**	**88**	**214**	**211**	**496**
Net Tax Expense	22	32	22	54	53	147
Profit after tax for the period/year	**64**	**97**	**66**	**161**	**158**	**350**
Other comprehensive income	(0)	(0)	(0)	(0)	(0)	(0)
Total comprehensive income for the period/year	**64**	**97**	**66**	**161**	**158**	**349**

Note: Numbers rounded off

Profit & Loss Statement (Consolidated)

In INR Crore

Particulars	Q2 FY26	Q1 FY26	Q2 FY25	H1 FY26	H1 FY25	FY25
Revenue from Operations	651	628	585	1,279	1,162	2,507
Other Income	28	29	23	57	47	93
Total Income	**679**	**657**	**609**	**1,336**	**1,208**	**2,600**
EXPENSES						
Purchases of stock-in-trade	387	309	280	696	487	988
Changes in inventories of stock in trade	(96)	(53)	(17)	(149)	10	73
Employee Benefits Expense	66	63	60	129	119	245
Finance costs	29	24	22	53	43	90
Depreciation and amortisation expenses	78	69	62	147	122	258
Other expenses	123	116	108	239	211	444
Share of (loss)/ profit of a Joint Venture	0	1	0	1	1	2
Profit before tax for the period/year	**91**	**131**	**94**	**222**	**217**	**504**
Net Tax Expense	22	32	22	54	53	149
Profit after tax for the period/year	**69**	**99**	**72**	**168**	**164**	**354**
Other comprehensive income	(0)	(0)	(0)	(0)	(0)	(0)
Total comprehensive income for the period/year	**69**	**99**	**72**	**168**	**164**	**354**

Note: Numbers rounded off

Balance Sheet (Consolidated)

Balance Sheet

In INR Crore

Particulars	As at September 30, 2025	As at March 31, 2025
Non-current assets		
Property, plant and equipment	388	371
Capital work-in-progress	18	9
Goodwill	41	41
Intangible assets	118	123
Intangible assets under development	4	1
Right of use assets	1,259	1,068
Investment in Joint Venture	16	15
Financial assets	103	98
Deferred tax assets (net)	38	34
Non-current tax assets	6	4
Other non-current assets	10	3
Current assets		
Inventories	786	637
Financial assets		
Investments	633	529
Trade receivables	116	91
Cash and cash equivalents	98	95
Bank Balances other than above	11	6
Loans	3	1
Other financial assets	68	179
Other current assets	67	30
Assets classified as held for sale		-
Total assets	**3,784**	**3,334**

Particulars	As at September 30, 2025	As at March 31, 2025
Equity		
Equity share capital	136	136
Other equity	1,681	1,573
Non-Controlling Interests	30	29
Non - current liabilities		
Financial liabilities	1,242	1,054
Provisions	1	1
Other non-current liabilities	-	-
Current liabilities		
Financial liabilities		
Borrowings		
Lease liabilities	197	173
Trade payables	315	226
Other financial liabilities	106	36
Other Current liabilities	66	97
Provisions	9	10
Current tax liabilities (Net)	0	-
Total equity and liabilities	**3,784**	**3,334**

Net core working capital days

In INR Crore

Net Core Working Capital days	As at 30-Sep-25	As at 31-Mar-25	As at 30-Sep-24
Closing Inventory	786	637	700
Closing Trade receivables	116	91	107
Closing Trade payables	(315)	(226)	(306)
Net Core Working Capital	**587**	**502**	**501**
Revenue from operations	1,279	2,507	1,162
Net Core Working Capital days	**83**	**73**	**78**

Note: Numbers rounded off .

Cash Flow statement (Consolidated)

In INR Crore

Particulars	For six months ended September 30, 2025	For six months ended September 30, 2024
Cash flow from Operating Activities		
Profit before tax for the year	221	217
Add: Non-cash items/re-classification	155	126
Operating profit before working capital changes	**376**	**343**
Movement in working capital:		
(Increase)/Decrease in Trade Receivable	(25)	(31)
(Increase)/Decrease in Inventories	(149)	10
Increase/(Decrease) in trade and other payables	88	49
Increase/(Decrease) in other assets/liabilities	(92)	(27)
Cash generated from operations	**198**	**344**
Less: Income taxes paid	(57)	(59)
Net cash generated from operating activities	**141**	**285**
Cash flows from investing activities		
Net Capital expenditure	(61)	(48)
Net movement in FD & other investments	59	(83)
Net cash flows used in Investing Activities	**(2)**	**(130)**
Cash flow from financing activities		
Proceeds from issue of shares	2	1
Payment of Lease Liabilities	(137)	(114)
Net cash used in financing activities	**(135)**	**(113)**
Net increase in cash and cash equivalents	**3**	**41**
Cash and cash equivalents at the beginning of the period/year	95	48
Cash and cash equivalents at the end of the period/year	98	89

Note: Numbers rounded off

Brief Overview

Q2 & H1 FY26 Business Highlights

Metro's Strengths

Levers of growth

Sustainability Initiatives & Others

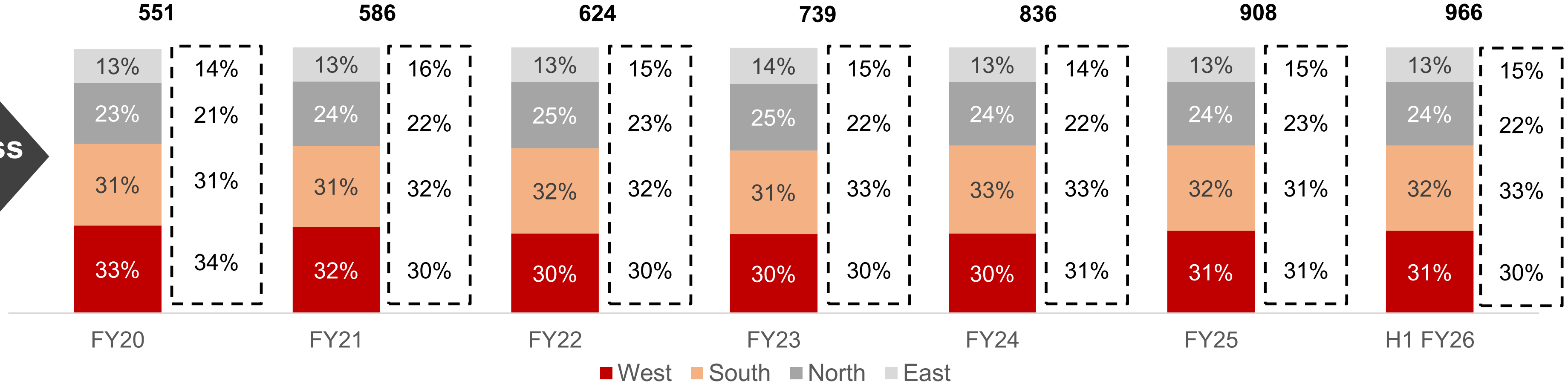
Our Key Strengths

1	*One of India's largest pan India footwear retailers[1] with a brand appeal among aspirational consumer segments*
2	*Pivoting from primarily "Offline" to an "Omni-channel" enabled footwear & accessories retailer*
3	*Wide range of brands and products catering to all occasions across age groups and market segments resulting in strong customer loyalty*
4	*Asset light business with an efficient operating model leading to sustained profitable growth*
5	*Efficient operating model through deep vendor engagements and advanced machine learning model for supply chain*
6	*Platform of choice for third party brands looking to expand in India*
7	*Strong promoter background and an experienced and entrepreneurial management team with a proven track record*
8	*Strong track record of growth, profitability and financial discipline*

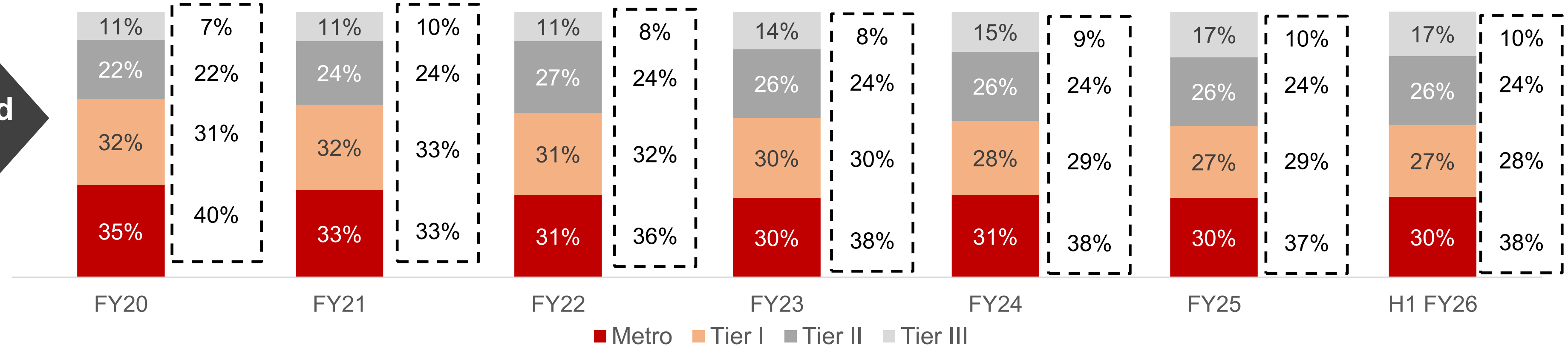
Note : [1]CRISIL Research

One of India's largest pan India footwear retailers[1] with a brand appeal among aspirational consumer segments

…with diversified presence across regions[2]



Increasing presence in Tier II and Tier III cities[2]



Note: Decimals rounded off ; Above figures are on standalone basis.

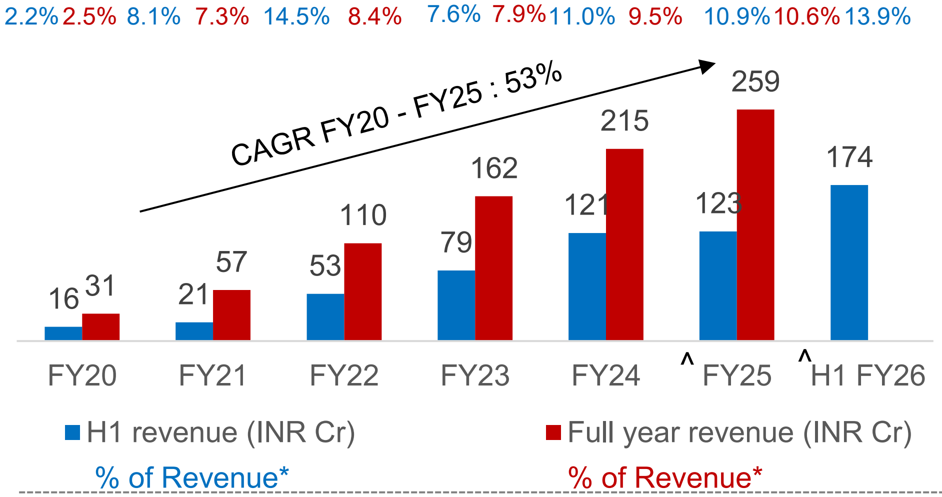
[1]CRISIL Research ; [2]Figures represent store count as of Sep 30, 2025

(dashed box) denotes % share in Total Store Product Sales

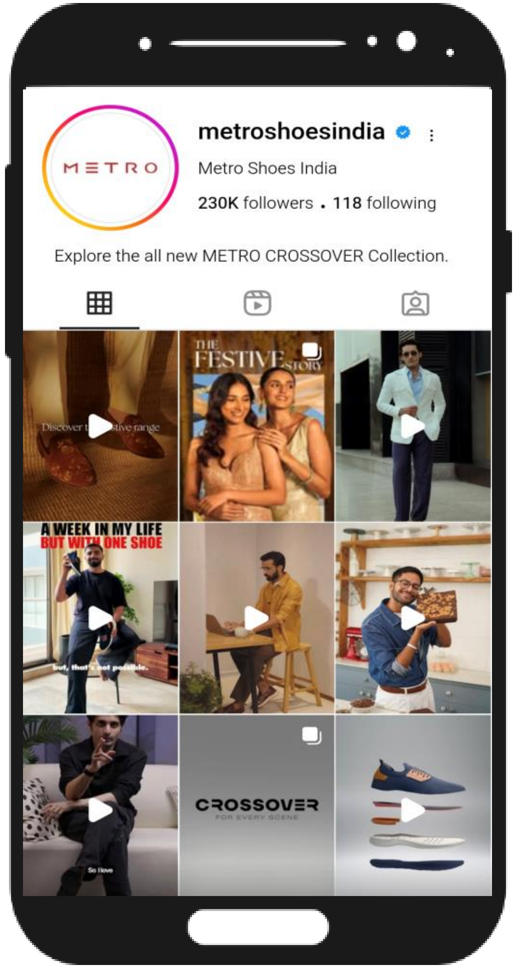
2 Pivoting from primarily "Offline" to an "Omni-channel" enabled footwear and accessories retailer

metro BRANDS

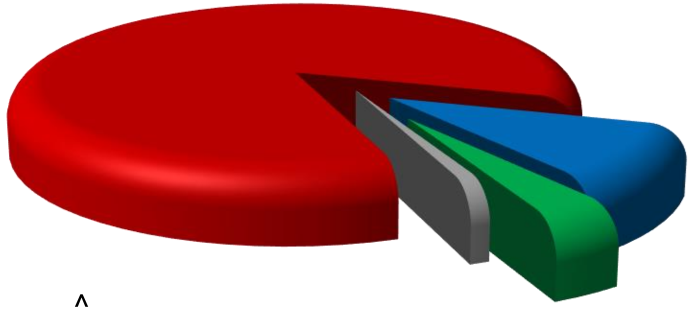
E-commerce – Online & Omnichannel



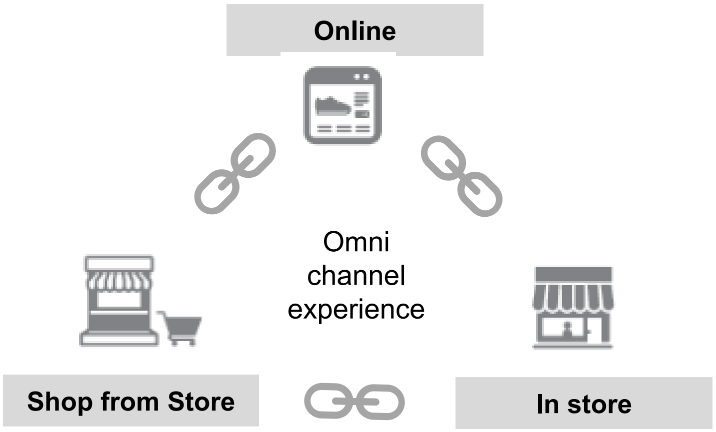
- Majority of online business comes through leading e-commerce marketplaces (Present on major E-commerce marketplaces)
- Manage three own brand websites (www.metroshoes.com, www.mochishoes.com and www.walkwayshoes.com) and four exclusive brands www.fitflop.in, www.fila.co.in, www.neweracap.in and www.clarks.in.
- Marketing through Social Media platforms
- Company owns and operates its e-commerce operations; Investment in E-commerce specific warehouse management system which integrates store network with its online platform



Revenue Breakup - Instore & E-commerce



H1 FY26^ :
Instore : 85% | Online : 10% | Omnichannel: 4% | Others: 1%
As a % of Standalone Revenue from Operations.



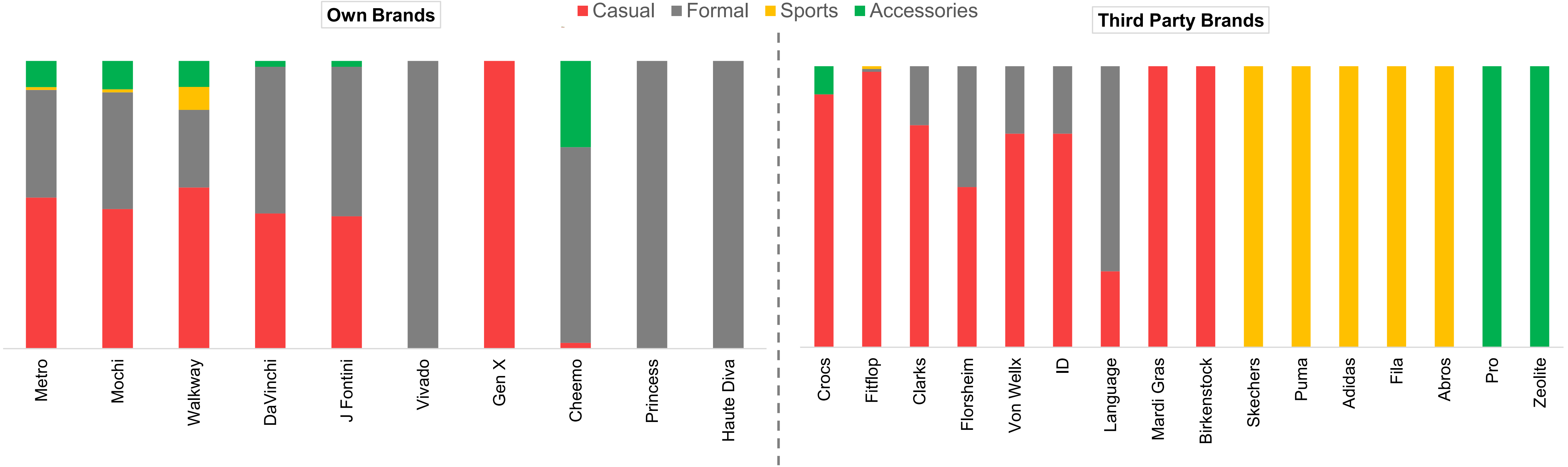
- Customer engagement through home – visits and instant messaging channels such as Whatsapp

Note : Revenue is net of returns and discounts. ^ FY25 & H1 FY26 numbers includes Fila

3

Wide range of brands and products catering to all occasions across age groups and market segments resulting in strong customer loyalty (1/2)

Product presence across multiple categories through Own and Third party brands



Product Presence across various Product Categories

Footwear			Accessories					
Men	Women	Kids	Bags	Clutches	Wallets	Foot care	Belt	Shoe care

Note : Above details are for Metro, Mochi and Walkway.

3

Wide range of brands and products catering to all occasions across age groups and market segments resulting in strong customer loyalty (2/2)

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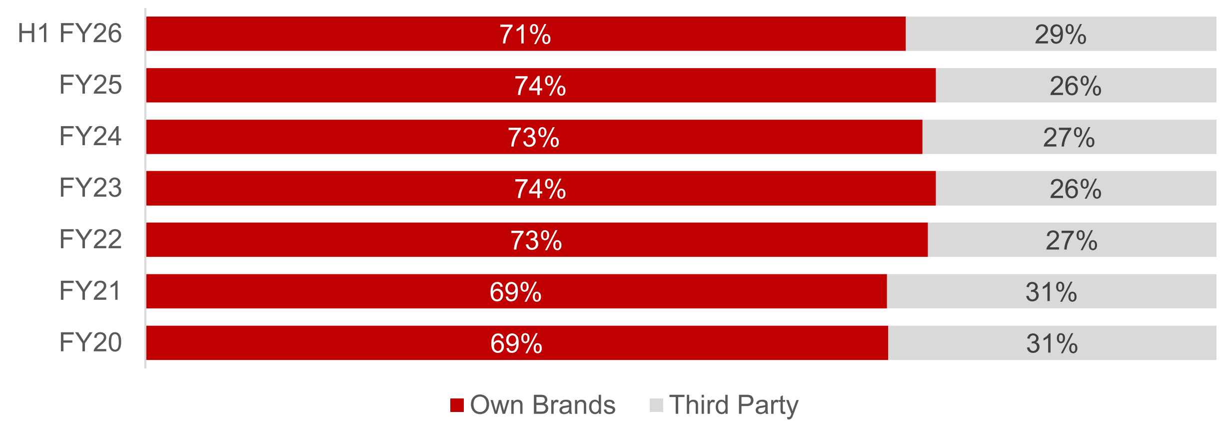
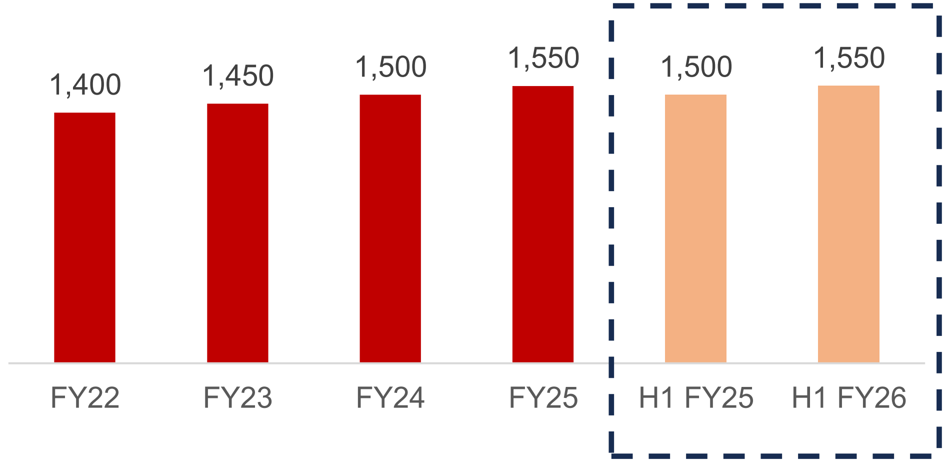
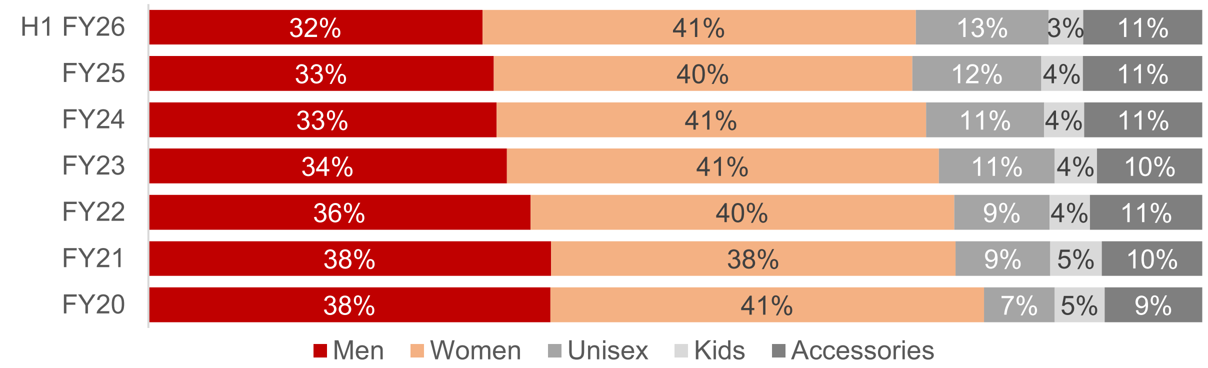
Own Brands contribute ~ 70-75% of total store product sales at MBOs[1]



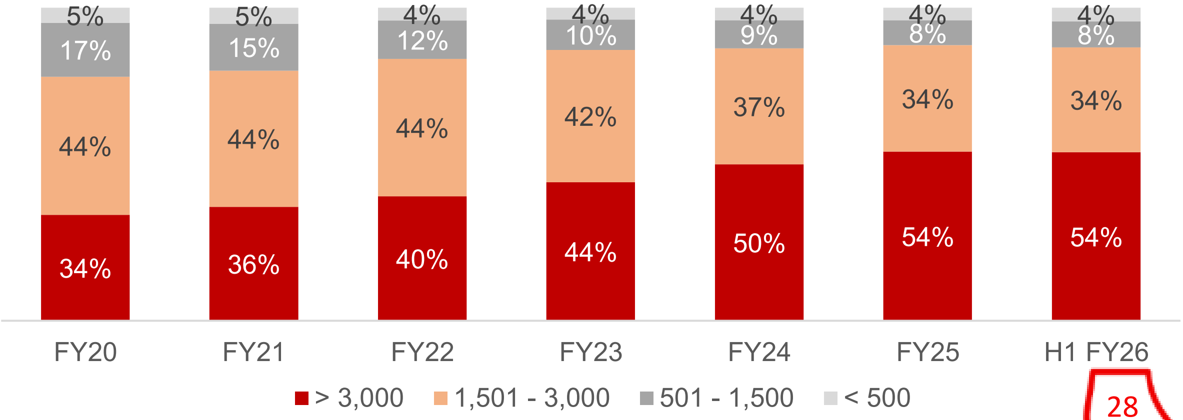
Targeting Mid and Premium Segment – Average Realization (Rs.)



One Stop Shop for all the family members[2]



Product Pricing wise Sales Mix[2]



[1]Pertain to Metro, Mochi and Walkway.[2]% of Total Store Product Sales.

Note : Numbers and decimal rounded off. Above figures are on standalone basis.

4 Asset light business with an efficient operating model leading to sustained profitable growth

1 Outsourced Manufacturing

- ✓ One of the few footwear Retailers in India to source all products through outsourcing arrangements without own manufacturing facility[1]

2 Leveraging scale of operations

- ✓ One of the highest gross margins among peers [1]
- ✓ Under most agreements for third party brands company is required to pay for products only once they are sold
- ✓ Under certain agreements company can return ageing inventory

3 Identification of store location

- ✓ Robust store selection process targeting high streets, malls and airports
- ✓ Doubled the store count in last 7 years (i.e. 547 Net store additions since FY18).

4 Variable Cost Structure

- ✓ Lease Rentals: Either fixed or revenue sharing basis with landlords
- ✓ Compensation for store managers include significant variable pay
- ✓ Variable component for store employees is pegged to store level sales
- ✓ EBITDA Margin of ~30% (Highest among listed peers)

[1]Source: CRISIL Research

Note: Numbers and decimals rounded off

5 Efficient operating model through deep vendor engagements and advanced machine learning model for supply chain

Long Standing Relationships with Vendors

- 250+ vendors dealt with over last 3 fiscal years
- 20+ years of relationship with certain vendors

Leveraging omni channel distribution

- Seamless customer journey across stores, websites, and marketplaces
- Optimum capital employed

New Designs and Styles

- Vendor engagement through merchandising and design team leading to new products

Focus on Product Assortment

- Advanced machine learning model for supply chain offering greater predictability of products in demand and reducing stock outs

Pull Model for Product availability

- Product replacement led by a demand driven inventory replenishment model
- Minimize stale stock (Reducing Discounted Sales)
- Improving gross margins

6 Platform of choice for third party brands looking to expand in India

metro BRANDS

crocs

- We have exclusive rights to operate and own Crocs “full price” stores across the western and southern states in India.
- Further, we have a non-exclusive retail agreement for operating our existing stores in the northern & eastern states of India.

fitflop

- FitFlop is renowned for offering shoes designed for all-day wear, incorporating a blend of biomechanics, comfort and fashion.
- We have established an exclusive strategic partnership with FitFlop, for pan-India distribution, including EBOs, MBOs, distribution channels & overall online space.

FILA

- Fila is one of the fastest-growing global sportswear brands and has a rich heritage of 110 years.
- The sportswear brand designs shoes & apparel focused on mid & premium segments.
- In China, it is one of the largest premium sports brand with over 2,000 outlets.

Foot Locker

- Foot Locker, Inc. is an American premium sports & athleisure retailer with 50-year history and is a global leader and originator of sneaker culture.
- We have entered into a Multi-decade long-term licensing agreement with exclusive rights to own and operate Foot Locker stores in India.

New Era

- New Era Cap, LLC. is an international lifestyle brand with an authentic sports heritage that dates back over 100 years with a global revenue of ~ $1 billion.
- We have entered into a long term exclusive Distribution Agreement for India.

7 Board of Directors[1]

UTPAL HEMENDRA SHETH,
Non-Executive Director (Nominee)

- He is a Cost Accountant and Chartered Financial Analyst from ICFAI, Hyderabad and holds bachelor's degree in commerce
- Is currently serving as the CEO of Rare Enterprises

ARVIND KUMAR SINGHAL,
Independent Director

- Holds Bachelor of Engineering degree from IIT-Roorkee, and an MBA from University of California, Los Angeles, USA
- Presently serving as the Managing Director of Technopak Advisors Pvt. Ltd.

VIKAS VIJAYKUMAR KHEMANI,
Independent Director

- Fellow Member of ICAI, a CFA Charter Holder and member of ICSI.
- Currently serves on the Boards of Carnelian Asset Advisors Pvt Ltd, BSAS Infotech Ltd and Tibbs Foods Pvt. Ltd..

SRIKANTH VELAMAKANNI,
Independent Director

- Holds bachelor's degree in electrical engineering from IIT Delhi and PGDM from IIM Ahmedabad
- Is a whole time director and member of Fractal Analytics Pvt. Ltd

MITHUN PADAM SACHETI,
Independent Director

- Holds bachelor's degree in commerce from Sydenham College of Commerce and Economics, Mumbai, and is also a certified gemologist from the Gemological Institute of America (GIA)
- Previously served as Founder, CEO and Managing Director of CaratLane

BHASKAR BHAT,
Independent Director

- Holds a degree in Mechanical Engineering from IIT Madras and a PGDBM from IIM Ahmedabad.
- Previously served as the Managing Director of Titan Company Ltd.
- Presently serving on the Boards of Kansai Nerolac Paints, LUCAS TVS Ltd., Orange County Resorts & Hotels Ltd., & IITM Pravartak Technologies Foundation.

RADHIKA DILIP PIRAMAL,
Independent Director

- Holds a BA from the University of Oxford and an MBA from Harvard Business School.
- Serves on the Boards of Chalet Hotels Ltd., GiveOut, and Dasra. She was the Managing Director & CEO of VIP Industries from 2010 to 2017.

IQBAL HASANALLY DOSSANI,
Whole Time Director

- Holds bachelor's degree in commerce, in Financial Accounting and Auditing
- Previously associated with M/S Workforce Media Network and Schefata Pharmaceutical & Development Laboratories.

[1]Excluding Promoter Directors

7 Strong promoter background and an experienced and entrepreneurial management team with a proven track record

metro BRANDS

Promoters

RAFIQUE A. MALIK,
Chairman

- Over 50 years of experience in the field of footwear retail
- Holds a bachelor's degree in commerce and has attended the Owner/President Management Program at the Harvard Graduate School of Business
- He has been associated with the Company since Jan 19, 1977

FARAH MALIK BHANJI,
Managing Director

- Over 20 years of experience in the field of footwear retail
- Holds bachelor's degrees in Arts and BBA from University of Texas at Austin
- Attended the Owner / President program at the Harvard Graduate School of Business
- She has been associated with the Company since Dec 05, 2000

ALISHA RAFIQUE MALIK,
President - Sports Division, E-Commerce and CRM

- Holds a bachelor's degree in Arts (Finance) from University of Northumbria conducted at Welingkar Institute of Management Development and Research
- She has been associated with the Company since Jul 01, 2009

KMP/ SMP*

NISSAN JOSEPH,
Chief Executive Officer

- Holds an MBA degree in International Business from Western Sydney University
- Previously associated with Payless Shoes Pty Ltd, Hickory Brands Inc, Crocs, MAP Active & Planet Sports Inc

KAUSHAL KHODIDAS PAREKH,
Chief Financial Officer

- Holds bachelor's of commerce degree in Financial Accounting and Auditing (Special) and is a qualified Chartered Accountant & Company Secretary.
- Previously associated with Ernst & Young, PwC & N. M. Raiji & Co.

MOHIT DHANJAL,
Chief Operating Officer

- Holds a degree in Hotel Management from IHM and a Bachelor's degree in Sociology, Public Admin and Political Science. He has also done an Executive Program from Cornell University
- Previously associated with ITC, Tata, HUL, Raymonds, and Reliance

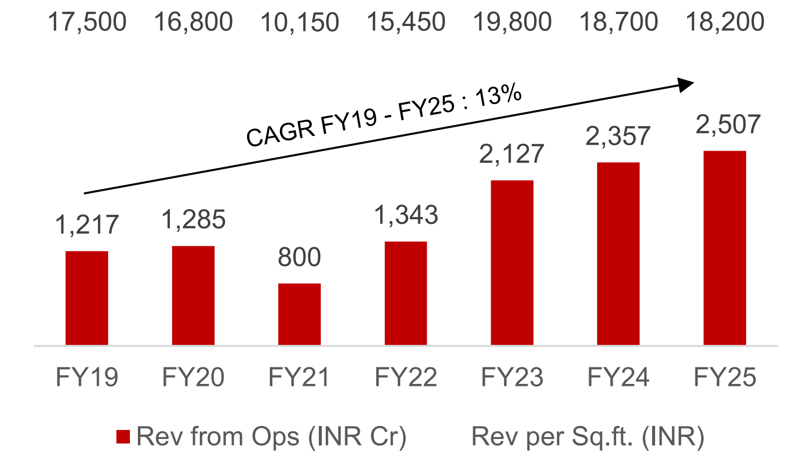
*Other than Whole Time Directors

8

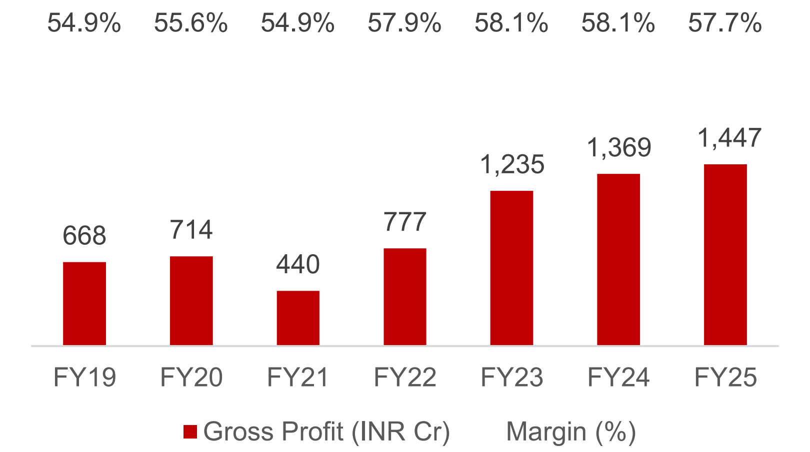
Strong track record of growth, profitability and financial discipline

metro BRANDS

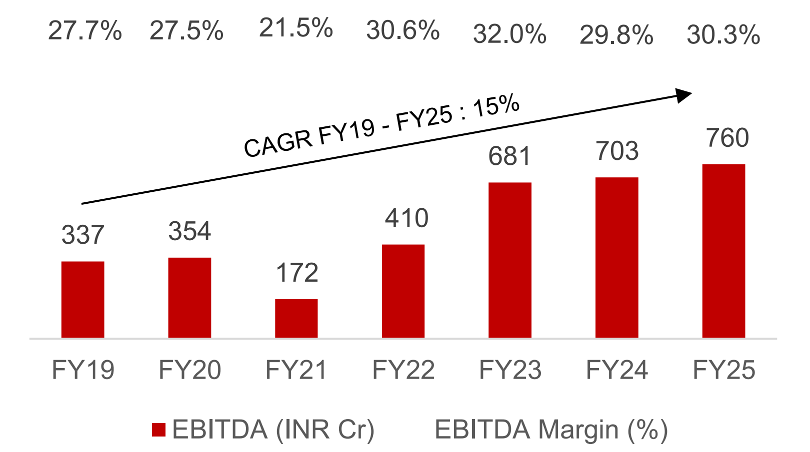
Revenue from Operations



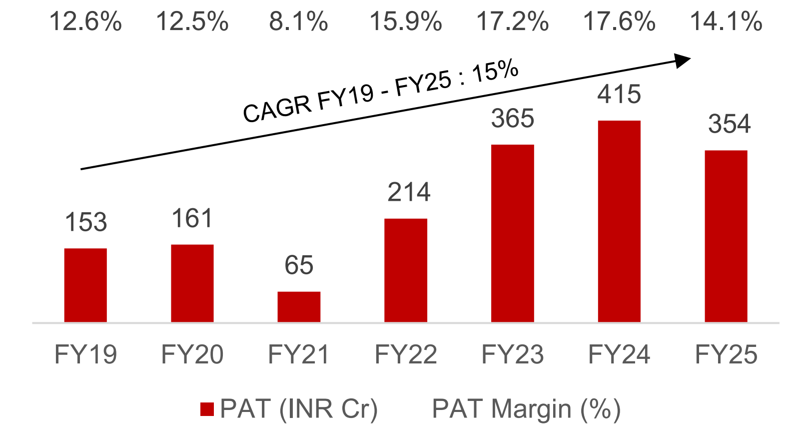
Gross Profit and Gross Margins



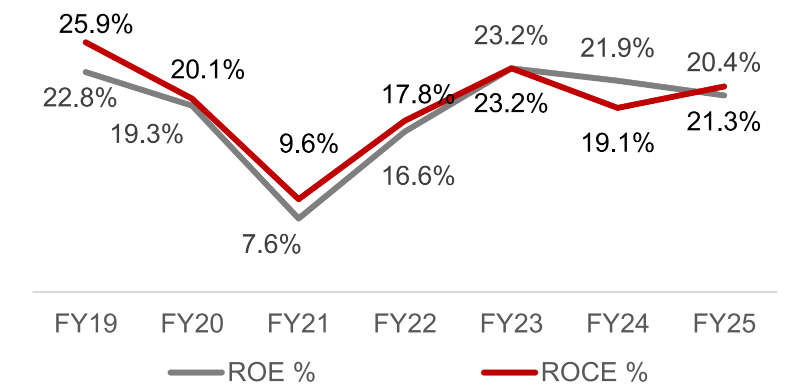
EBITDA and EBITDA Margins



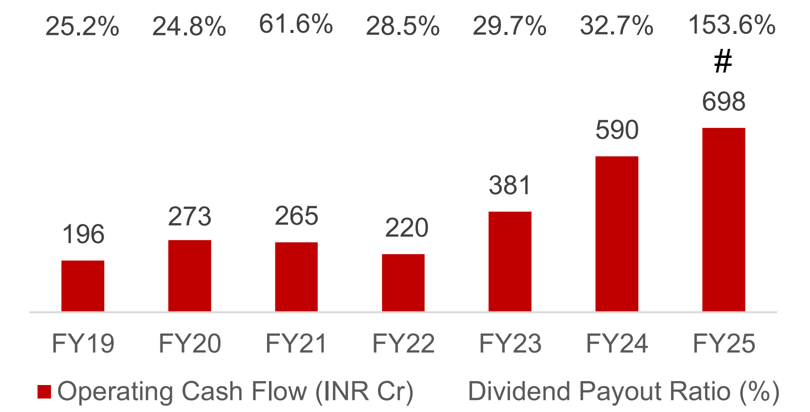
PAT and PAT Margins



Return Ratios (ROE and ROCE)



Operating Cash Flow and Dividend Payout



The Company has been declaring and paying dividend to shareholders consistently since 2000

Note: ROE is calculated as PAT for the year divided by total equity; ROCE is calculated as EBIT divided by Capital Employed (Total Assets less current liabilities); Dividend payout is computed basis dividend declared for the particular financial year. #Without Special dividend, Dividend Payout ratio is 42.2%

metro BRANDS

Brief Overview

Q2 & H1 FY26 Business Highlights

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Sustainability Initiatives & Others

Key Strategies

metro BRANDS

1

Store Expansion Plans

Target to open sustainable and profitable stores across all formats.

2

Leverage Multi-brand Platform

Build on successful expansion of strategic brands like Crocs / Fitflop / Clarks and leverage the platform to evaluate similar opportunities

3

E-Commerce Expansion

Leverage existing capabilities to increase E-commerce operations Expand Revenue Generating Channels and become a digitally relevant brand

4

Leverage Sports & Athleisure Segment

Unleash growth opportunities in Sports & Athleisure segment through tie-ups like Fila, Foot Locker & New Era

5

Inorganic Opportunities

Evaluation basis targeted returns, operational scale and diversification criteria

metro BRANDS

- Brief Overview
- Q1 FY26 Business Highlights
- Metro's Strengths
- Levers of growth
- **Sustainability Initiatives & Others**

CSR & Sustainability Initiatives (1/3)

metro BRANDS

Processing of Old & Discarded Footwear (ODF) in an eco-friendly manner

- Under this project, ODF is collected & then sorted, cut, and again sorted material wise as below:
  - Rubber and Plastic materials are sent for recycling.
  - Other totally worn off parts are then sent either to cement kilns or power generating units where they are co-processed as a substitute for coal.
- We processed old & discarded footwear aggregating to **~ 4,364 tons (~11 million pairs) in FY25** in an eco-friendly manner.

We've successfully met our long-term goal of recycling one pair for each sold, ahead of schedule.

CSR & Sustainability Initiatives (2/3)

We are introducing digitized smart class program and supporting some infrastructure creation / refurbishments in **four rural schools** of Ratnagiri, Raigad & Sindhudurg districts of Maharashtra

We are planting ~**25,000** fruit-bearing trees and refurbishing two water harvesting structures in remote villages of Gujarat, promoting sustainable livelihoods and groundwater conservation for underprivileged communities.

We are supporting to increase the employability quotient of **more than 300 trainees** (unemployed youth) by providing them practical exposure through on-the-job training at our retail outlets, thus enhancing their skills and making them employable.

CSR & Sustainability Initiatives (3/3)

We are creating awareness and early detection of hypertension, diabetes & oral cancer through screening in **~2000 cobblers** as well as other vulnerable communities.

We are sponsoring school fees and counselling charges **for more than 60 children** of underprivileged families from Maharashtra and Gujarat region

We are sponsoring to construct a lecture theater/conference room, facilitating knowledge sharing and hosting various academic activities such as seminars, guest lectures, workshops, and conferences for large student groups


METRO


मोची
MOCHI


ವಾಕ್‌ವೇ
WALKWAY
₹299


crocs
கிராக்ஸ்


फिटफ्लॉप
fitflop


new era


Foot Locker
EXCLUSIVES
THE HEART OF SNEAKERS


FILA